



TESTIMONY IN SUPPORT OF S.B. 647 & H.B. 7184

Co-Chairs Sen. Fonfara and Rep. D'Agostino, and Ranking Members Sen. Witkos and Rep. Cheeseman, and members of the General Law Committee,

Thank you for the opportunity to submit testimony in support of S.B. 647 and H.B. 7184. My name is Chris Sayer and I'm a resident of Canton and co-owner, with my wife Christina Sayer, of Brewery Legitimus in New Hartford. I'm writing to you today in support of this legislative proposal, specifically the increase of direct to consumer limits for off-premise consumption at Connecticut breweries.

My wife and I opened Brewery Legitimus in 2016. We decided to begin this business because of our strong business backgrounds and my background working for several craft breweries as a Sales Manager. After several years and countless hours spent pouring over our business plan which we blew out of the water in our first year, we have become an attractive anchor business and have brought life back to a retail complex that had been vacant for over 20 years. Our business has grown over these two and a half years to become a company with eight employees and this year we will be adding a canning line and more employees. Brewery Legitimus has very strong relationships with the local restaurants and bars that we service, and we plan to work with package stores as we expand our offerings. We work and collaborate with Connecticut Farmers that grow a portion of the barley and hops we use in our beers. We go out of our way to partner with other local small businesses so that we can offer unique experiences that support and lift-up our business and other local, small, independent businesses in our community. Recently we've partnered on events and offerings with Lam Yoga, Barre3, Barden Farm, Giv Coffee, Holcomb Farm, Dogology, Christie Caters, Upcountry Fishing, and the Farmington River Anglers Association to name just a few. Just this year, in two months, we will have raised almost \$11,000 for charities including Connecticut Children's Medical Center and The Camp Fire Relief Fund supporting those families who lost their homes in the devastating CA wildfires. Since our inception, we have also raised funds and accepted donations for The Canton Dog Park, Norcom Cares, The Jason William Hunt Foundation and Toys for Tots. The success of the craft brewing industry in Connecticut has enabled a community of supporting businesses to blossom.

As Brewery Legitimus continues to strive to remain competitive in this ever-growing market, particularly given our proximity to the Massachusetts and New York borders, it's imperative that we move toward modernizing Connecticut's alcohol laws. Currently Connecticut residents can cross the border to MA or NY and purchase beer from a brewery without any limits. As NY and MA residents come over the border to CT they should be able to do that same thing. Increasing the limits on the direct to consumers sales will allow my brewery to compete with breweries in our surrounding states and keep our consumer's purchases and money here in Connecticut.

Increasing direct-to-consumer sales limits for the state of Connecticut not only helps our business by allowing us to sell more beer. It enables us to reinvest, increase our production, grow and add jobs. In summary, increasing direct to consumer sales will only continue to add to the massive economic impact that our industry has on our state.

I would like to thank you all for your efforts in supporting our craft beer industry and hope that you proceed with increasing the limits for direct to consumer sales for off-premise consumption at Connecticut breweries.

Sincerely,
Chris Sayer
Co-Owner
Brewery Legitimus
283 Main Street
New Hartford, CT 06057